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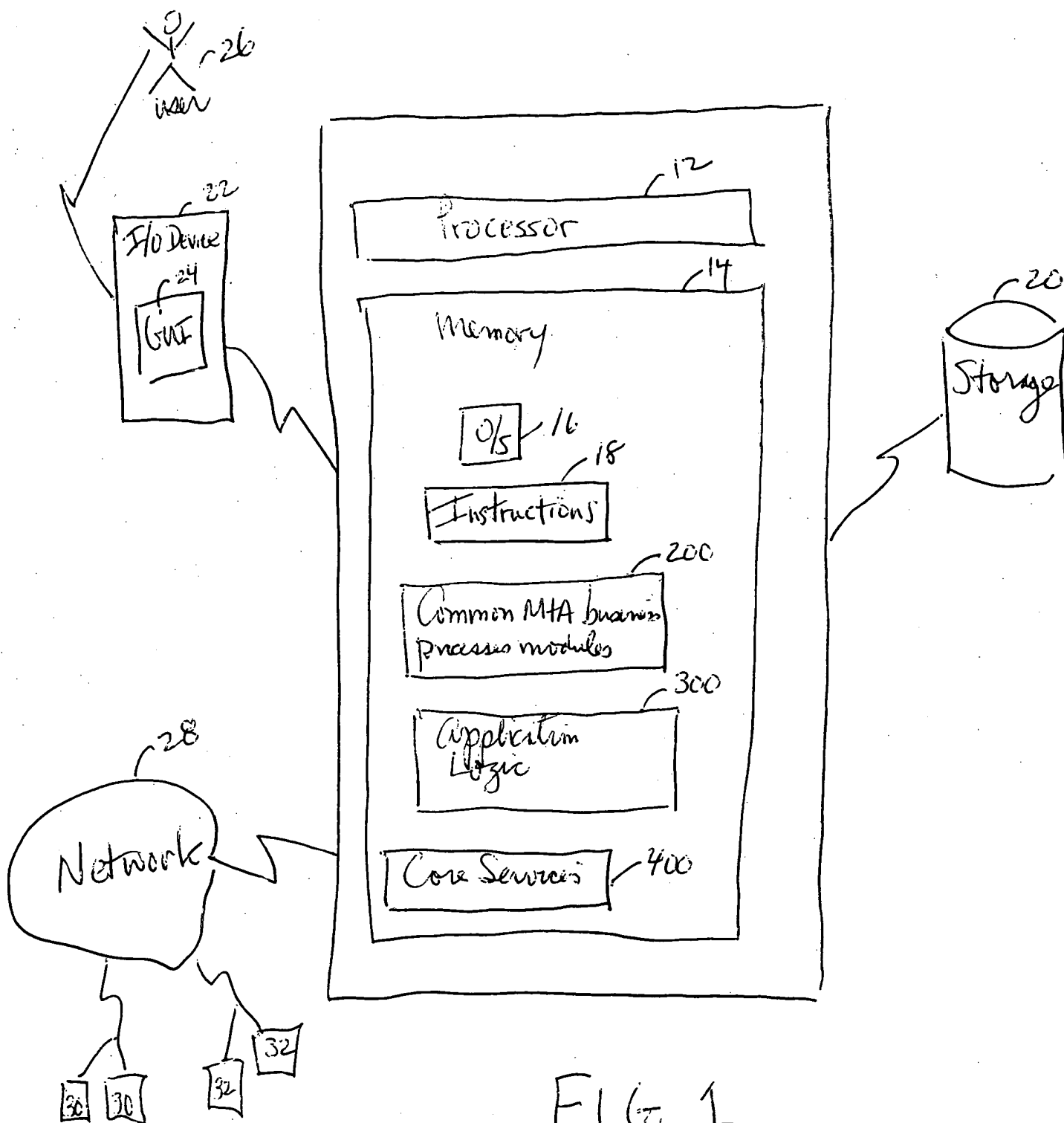


FIG. 1

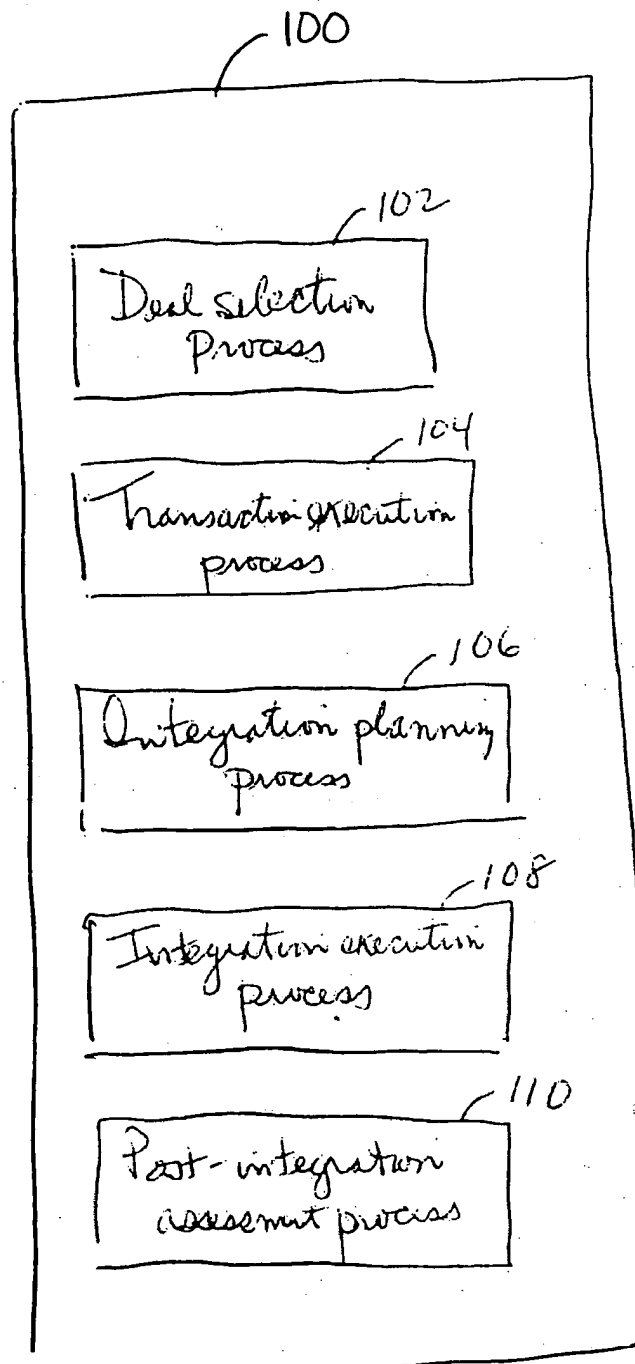


FIG. 2

500

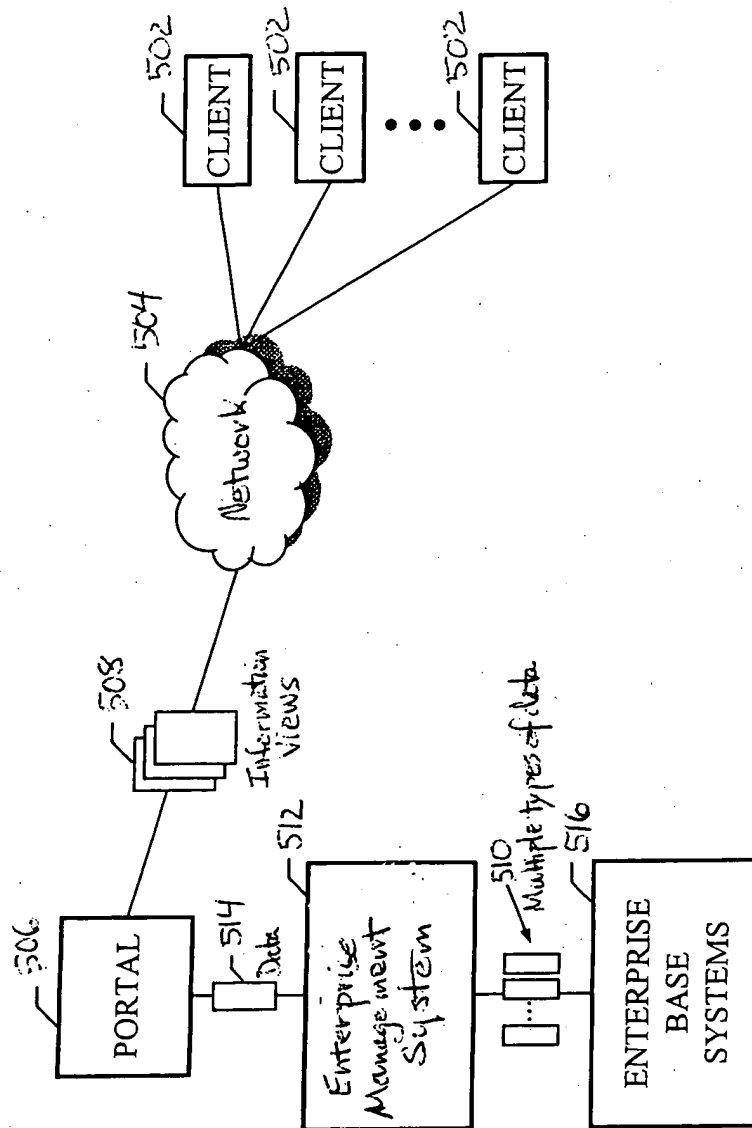
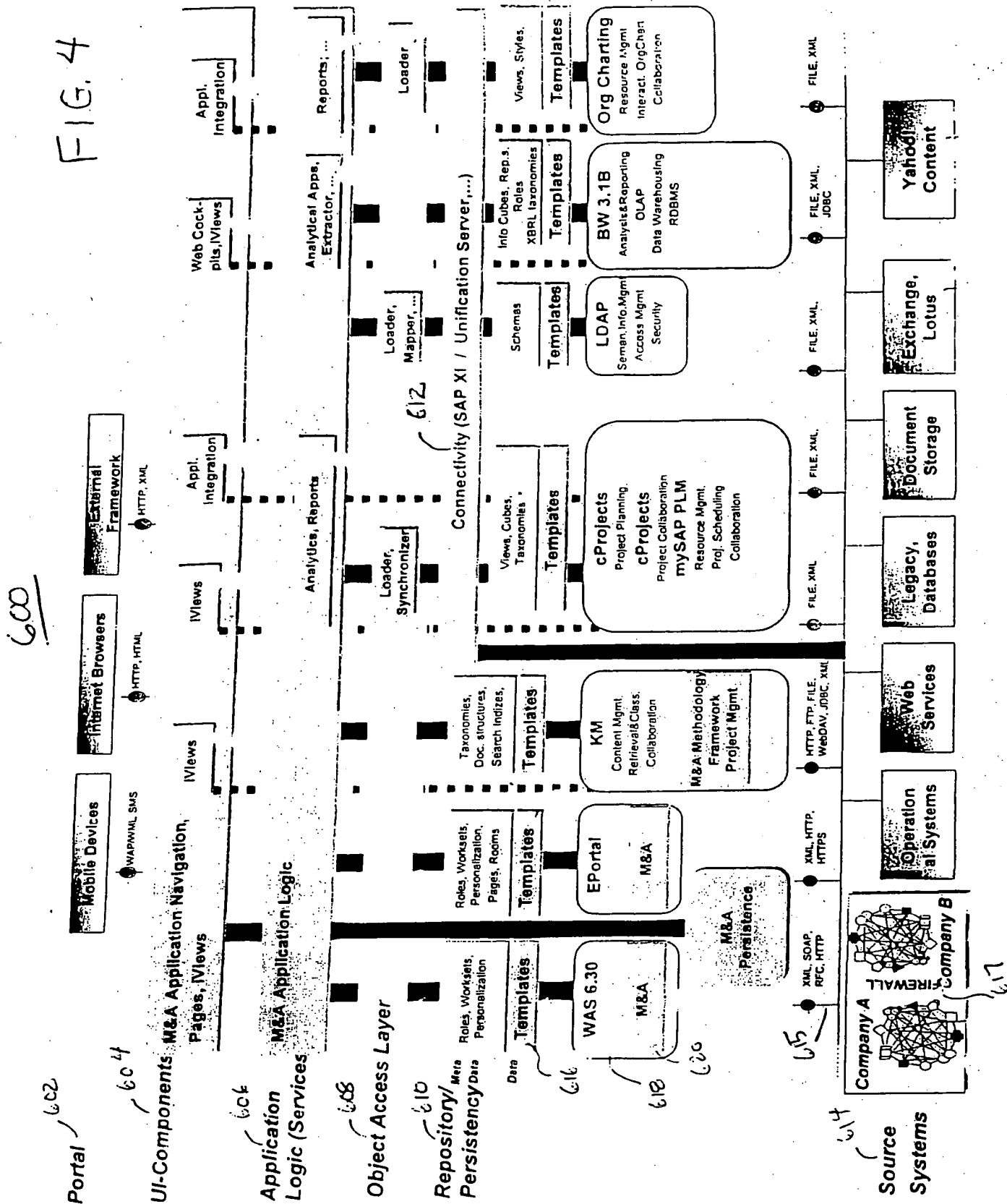


FIG. 3



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Marine Systems Inc. 1230

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F16.6

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Marine Systems Inc.

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Re-assign This Deliverable

Deliverable Help

Contextual Tools 4/6

IT Talent Identification & Retention

IT Standardization Assessment

IT Budget Estimator

Candidate Team

Add Members

Jack Black (650) 555-1212

Donna Simone (415) 666-2323

Norman Ballard (804) 309-3243

Kal Ma (501) 662-3332

Perry Svensen (323) 228-5014

1409 1425 14247

Sort by: Meeting Date | Task Force

My Assigned Deliverables - 1430

Name - 1432

IT Infrastructure (1)

Facilities Management Plan

IT Rollout Schedule

My Requested Deliverables - 1440

Name

Special Network Landscape (2)

North American Network

Taiwan Network

Official Head Count for Global IT

Facilities list (UK)

Organizational model

1410 1434 1436

Task Force - 1434

Steering Committee

Steering Committee

Steering Committee

Assigned By - 1436

Christopher Jacobs

David Adams

Christopher Jacobs

Due Date - 1437

July 25, 2002

August 16, 2002

September 20, 2002

Status - 1438

On Schedule

On Schedule

Not Started

1415 1437 1438

Task Force

Operations

Operations

Operations

Human Resources

Operations

Steering Committee

Requested From

Mike Powers

Mike Powers

Li Wang

Martin Ellis

Jill Barber

Will Marks

Due Date

July 15, 2002

July 19, 2002

July 13, 2002

Mary Earnes

Carl Williams

David Adams

Status

Off Schedule

Off Schedule

Complete

On Schedule

On Schedule

Off Schedule

1418 1419

1419

14207 14257 1425

Deliverables Tracker

Sort by: Meeting Date | Task Force

My Assigned Deliverables - 1430

Name - 1432

IT Infrastructure (1)

Facilities Management Plan

IT Rollout Schedule

My Requested Deliverables - 1440

Name

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14207 14257 1425

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Organizational model

14207 14257 1425

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North American Network

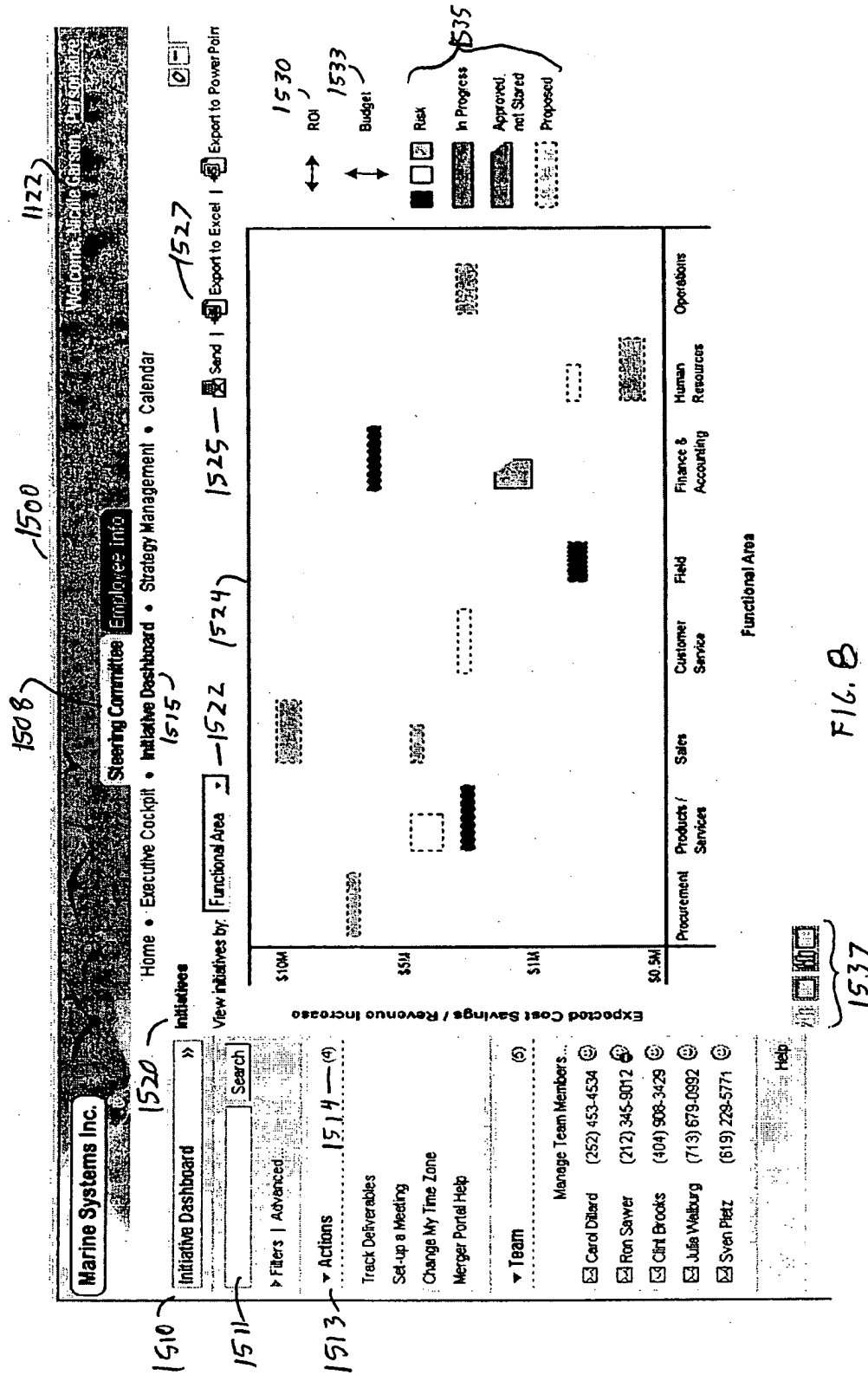
Taiwan Network

Official Head Count for Global IT

Facilities list (UK)

Organizational model

F16.7



Expected Cost \$		Functional Area					Expected Cost Savings / Revenue Increase (\$)		ROI (%)
\$1M	\$0.5M	Procurement Products / Services	Sales	Customer Service	Field	Finance & Accounting	Human Resources	Operations	
1540 / 1541 / 1539		Functional Area (Initiatives)	1542	1543	1544			1545	1546
▼ Procurement (1)		Risk		Strategic Objective		Expected Cost Savings / Revenue Increase (\$)		Cost / Headcount	
Global SCM Solution -1560		Low	Low	Cost Savings			18,980,500	1,700,000 / 2	11
▼ Products/Services (2)								18,980,500	1,700,000 / 2
Collateral Reproduction		Medium	Medium	Cost Savings			7,980,500	680,500 / 1	25.8
Service Bundle		High	High	Revenue Increase			4,880,500	500,000 / 1	10
▼ Sales (2)								2,770,000	180,500 / 0
Future Consolidation		Low	Low	Cost Savings			8,080,000	NA / 0	100
Customer Channels Realization		Low	Low	Revenue Increase			3,010,000	NA / 0	100
▼ Customer Service (1)								5,080,000	NA / 0
Upgrades Services		Low	Low	Revenue Increase			5,080,700	200,000 / 2	50
▼ Field (1)								5,080,700	200,000 / 2
Customer Acquisition		Low	Low	Revenue Increase			3,981,000	NA / 0	100
▼ Finance & Accounting (2)								3,981,000	NA / 0
Financial System Consolidation		High	High	Cost Savings			2,000,500	128,800 / 1	17
Process Re-engineering		Low	Low	Cost Savings			730,500	108,800 / 1	6.8
▼ Human Resources (2)								1,270,000	120,000 / 0
Operations Expansion		Low	Low	Revenue Increase			307,500	NA / 0	100
▼ Operations (1)								580,000	580,000 / 1
Operations Expansion		Low	Low	Revenue Increase			580,000	105,000 / 1	4.8

Fig. 9

1500

Expected Costs

\$1M

\$0.5M

Products / Services

Procurement

Sales

Customer Service

Field

Finance & Accounting

Human Resources

Operations

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Operations Files

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Documents: Operations Task Force

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FIG. 14

Marine Systems Inc.

Home • Briefing Book • File Sharing • Discussion • Calendar • Deliverables

Welcome, Jeff Williams - Administrator

2208 2200 1142

Merger Team Calendar

Monthly Calendar June 2002

Sunday	Monday	Tuesday	Wednesday	Thursday	Friday	Saturday
22						1
23	3	4	5 SAPPHIRE 2221	6	7	8
24	9	10	11	12	13	14
25	16	17	18	19 Institute ... Business...	20 HP 82E Rea...	21
26	23 eovv	24	25	26	27	28
27						29
28						
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My Calendar Operations Calendar Merger Team Calendar

Filters | Advanced Search

Actions

- Synchronize with Outlook
- Set up a Meeting
- Calendar Calendar

Team

Manage Team Members...

- ☒ Carol Dillard (252) 453-4534
- ☒ Ron Sawyer (212) 345-9012
- ☒ Clint Brooks (404) 908-3429
- ☒ Julia Weiburg (713) 679-0992
- ☒ Sven Pietz (619) 228-5771

My Meetings

Sync Outlook... | View Calendar...

- 02/05/03 Milestone 1 (Atlanta)
- 02/08/03 Milestone 2 (Video Conf...)
- 02/09/03 Milestone 3 (San Diego)
- 02/15/03 Milestone 4 (Atlanta)
- 02/19/03 Milestone 5 (Paris)

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Fig. 17

Marine Systems Inc.

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Home • Briefing Book • File Sharing • Discussion • Calendar • Deliverables

Procurement Task Force

Employee Info

Deliverable: Material Synergies

see details...

Messages

U.S. Material procurement renegotiations failed... [1:56pm, 11/18/02, Jack Black]

What's New

Final decision on "Strategic Materials" Copper and Gold. The final decision is based on a vote of 8 vs. 3 and an evaluation of

2505

Created By: Norman Ballard

Value Identified: -2507

2508

2515

Financial Impact: \$1,300,000 [see details: Calculation Sheet.xls]

Synergy Title: Supplier Consolidation

2519

2520

Description: About 80% of the raw materials should be similar to the currently used ones at Marine sys. On avg. marine has 10% discount over Speedial.

Date Created: November 02, 2002

Time Frame: 1 year out

Addressed to Deliverable: Procurement / Materials Synergy

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Offshore Systems Inc.
Mergers and Acquisition System
Procurement Task Force
Home | Briefing Book | File Sharing | C
Deliverable: Cost Synergies and Capital

Overview
File Space
Methodology
Research and Reports
Log

Actions
• Add New Task
• Add New Synergy or Risk
• Add New Initiative

Team
Ted Williams 650-515-1212

Procurement Synergies
Procurement Task Force: Cost Synergies and Capture Plan: New Initiative -2710

2711
Initiative Title: Private Street World Marketplace
Comments -2717

Value Description
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Offshore Systems Inc.
 Merger and Acquisition System

Pre-Deal Research
 Home | Deals

1132
 Welcome: Norman

2820

Deal: Pro-Selling Outfilter
 Candidate: Speedial Inc.

- Financial Checklist
- Operations Checklist
- Candidate Profile
- Research and Reports
- Meetings
- Synergies and Risks Summary

Actions
 • Export deal sheet to PowerPoint

Candidate: Speedial Inc.: Financial Due Diligence Checklist: Procurement Assessment -2810

Owner: Norman Ballard -1132
 Other Contributors: Jack Black, Donna Simone -2817

Description: Document large procurement synergies and risks. This process helps determine the value of the company and get a first look at the over all cost savings expected from a potential equation. -2818

Net Financial Impact: -2819
 \$1.30 M -2840 2841 2842 2845

Add New Synergy | Add New Risk | Delete | View

Type	Title	Added By	Financial Impact
<input type="checkbox"/> Risk	Only one supplier of key parts	Norman Ballard	NA
<input type="checkbox"/> Synergy	United Fasteners Contract renegotiation	Norman Ballard	\$1.30 M

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2800

Fig. 21

Related Research -2850

- Legal -2852
- Legal Due Diligence Document
- Accounting -2854
- Financial Balance Sheet
- Statement of Cash Flow
- Internal Budget and Forecast
- Accounts Payable
- Commercial -2856
- Suppliers and Customers
- Supplier contract.doc -2866
- customer_initia.doc
- customer_report.doc (c)
- Procurement Items List and Pricing
- Supplier's Credit Terms
- Internal Data -2858
- Supplier Pricing
- Sample Procurement Reports

File 22

2900

Candidate: Special Inc.: Financial Due Diligence Checklist: Procurement Assessment: Document: supplier_contract.doc

Deal: Pro-salling Outfitter: Candidate: Special Inc.: Procurement Assessment: New Synergy

Created By: Norman Ballard -1132

Synergy Title: Sheet Metal Supplier Consolidation

Description:
Cost of sheet metal could drop 9%-12% if sheet metal was procured through a single account due to volume pricing.

Address to: Address Synergy - 3010

Value Driver:
Financial \$60,000

Research:
Add New Document

Select deliverable to address synergy

Functional Area: Procurement - 3015

Add New Deliverable

Deliverable Title	Phase	3040
<input type="checkbox"/> Baseline of Combined Spending	Pre-Close	
<input type="checkbox"/> Contracts and Depletion Plan	Pre-Close	
<input type="checkbox"/> Existing Organizational Structures	Pre-Close	
<input type="checkbox"/> Assess Current Capabilities	Pre-Close	
<input type="checkbox"/> Cost Synergies and Capture Plan	Pre-Close	
<input checked="" type="checkbox"/> Preferred Teams Negotiation	First 100 Days	-3048
<input type="checkbox"/> Execute Transition Plan (branded supplies)	First 100 Days	
<input type="checkbox"/> Inventory Rationalization	First 100 Days	
<input type="checkbox"/> New Organization Structure	First 100 Days	
<input type="checkbox"/> Priority Commodities Strategy	First 100 Days	
<input type="checkbox"/> Re-branding Procurement Support	First 100 Days	

3000

FIG. 23